Economic Development Authority Of the City of Winchester Board of Directors Meeting

AGENDA
Tuesday, January 15, 2019
8:00 a.m.
Mayor Elizabeth A. Minor Council
Chambers, City Hall

- I. Call to Order and Determination of Quorum
- II. Review and Approval of Minutes from December 18, 2018 Meeting
- III. Review and Approval of Financial Report ending December 31, 2018
- IV. Executive Director Report
 - a. Mid-Year Budget Review
 - b. 2019 Board Retreat
 - c. Strategic Plan update
 - d. Winchester Towers Update
- V. Closed meeting pursuant to Section 2.2-3711(C)(A)(3) of the Code of Virginia (1950, as amended) for the discussion and consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where a discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority.
- VI. New Business
 - a. Fly Tower Rental Discussion
- VII. Old or Other Business
 - a. Sale of 212 E. Cork
- VIII. Adjournment

The next regular meeting will be scheduled for February 19, 2019 at 8 a.m. in the Elizabeth A. Minor Council Chambers.

Economic Development Authority Meeting of the City of Winchester, Virginia

Meeting Minutes

DATE: December 18, 2018

TIME: 8 a.m.

LOCATION: Bonnie Blue Southern Market & Bakery

MEMBERS:	<u>Present</u>	<u>Absent</u>
William Buettin		X_
Douglas R. Toan	<u>X</u>	
Lauri M. Bridgeforth	<u>X</u>	
Jeffery B. Buettner	X	
Tim Painter	Χ	
Cary Craig	X	

ALSO ATTENDING: Shawn Hershberger, Executive Director, Eden Freeman, City Manager, Amy Simmons, Communications Director, George Hoddinott, Business and Workforce Development Director, Shirley Dodson, Business and Workforce Development Coordinator.

SUBJECT: Call to Order and Determination of Quorum

HIGHLIGHTS: Vice-Chairman Buettner called the meeting to order at 8:10 a.m., at

which time it was determined that a quorum was present.

SUBJECT: Review and Approval of Meeting Minutes from the November

20, 2018

HIGHLIGHTS: The minutes of the Meeting held on November 20, 2018 were

unanimously approved upon motion duly made by Mrs. Bridgeforth

and seconded by Mr. Toan.

SUBJECT: Review and Approval of Financial Report for the Period Ending

November 30, 2018

HIGHLIGHTS: Ms. Dodson reported that for the month of November, the EDA paid

for the 2nd portion of Real Estate taxes for all of the properties that they own. We received a property appraisal for 212 E. Cork Street and there was a \$3,000 check to Brand Acceleration for the display pop-up pieces, and table. Notable accounts receivables include the

Taylor Hotel Renovation 2017 Tax Return which was filed in

October of this year. Ms. Dodson reported that next month, we will have a mid-year budget for the Board to review. The Financial report for the period ending November 20, 2018 was unanimously approved upon motion duly made by Mr. Toan, and seconded by Mr. Painter.

SUBJECT: Executive Director Report

HIGHLIGHTS: Mr. Hershberger reported that the City Hall Council Chambers were

under renovation and that we wanted to do a breakfast meeting for the end of the year. He mentioned that it was appropriate we were in that room at Bonnie Blue because the expansion was a result of a revolving loan from the EDA. Mr. Hershberger said that the Kent

Street/Piccadilly Street project will be going to the Board of

Architectural Review for final approval. There are conversations of

having banner installations on the side of the building. Mr.

Hershberger reported that there are ongoing conversations with Lynx on the Winchester Towers lot. He also mentioned that we do have a signed purchase and sale agreement with T.J.S. Properties LLC for the EDA owned property at 212 E. Cork Street, closing is to

occur in the beginning of January.

SUBJECT: Closed Meeting

HIGHLIGHTS: Upon Motion duly made by Mr. Painter, seconded by Mr. Toan the

Authority unanimously RESOLVED to go into a closed meeting pursuant to Section 2.2-3711 (C) (A) (3) for the discussion and consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where

discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority.

SUBJECT: Return to Open Meeting

HIGHLIGHTS: At the conclusion of the closed meeting concerning the discussion

and consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the

bargaining position or negotiating strategy of the Authority, the following Resolution was unanimously adopted upon roll call vote

as set forth below:

WHEREAS, the Economic Development Authority of the City of Winchester, Virginia has concluded its "closed meeting" at a meeting held on December 18, 2018 and desires return to an "open meeting"; and

WHEREAS, the adoption of this Resolution is intended to serve as the "Certificate" described in Section 2.2-3712 (D) of the Code of Virginia (1950, as amended)

NOW THEREFORE, BE IT RESOLVED that the Economic Development Authority of the City of Winchester, Virginia does hereby reconvene in an "open meeting" at its meeting held on December 20, 2018; and

BE IT FURTHER RESOLVED that each and every Member of said Authority who votes in the affirmative for this Resolution does thereby certify to the best of each Member's knowledge that only public business matters lawfully exempted from open meeting requirements of the Virginia Freedom of Information were heard, discussed or considered during the closed meeting, and that only such public business matters as were identified in the Motion which convened the closed meeting were heard, discussed or considered during the course of said closed meeting by the Authority.

Roll Call	<u>Vote</u>
Tim Painter	Aye
Cary Craig	Aye
Doug Toan	Aye
Lauri Bridgeforth	Aye
Jeff Buettner	Ave

SUBJECT: New Business

HIGHLIGHTS: There was no New Business to discuss.

SUBJECT: Old and Other Business

HIGHLIGHTS: MOU between Providence Capital Partners, LLC and the Economic

Development Authority of the City of Winchester: Mr. Hershberger

noted that the amendment does transfer the MOU from the Economic Development Authority of the City of Winchester to Piccadilly Street Investments LLC who is technically the owner of the project. The Authority unanimously approved the motion to

approve the amendment to the MOU duly made by Mrs.

Bridgeforth, and seconded by Mr. Painter.

SUBJECT: Next Meeting

HIGHLIGHTS: The next regular meeting of the Authority is scheduled for January

15, 2019 and will be held in the Elizabeth A. Minor Council

Chambers.

ADJOURNMENT: There being nothing further, the meeting was adjourned at 8:32

a.m. upon motion duly made by Mr. Craig and seconded by Mrs.

Bridgeforth.

Minutes respectfully submitted by:

Shirley Dodson, Business & Workforce Development Coordinator

EDA Bank of Clarke Cash Reconciliation 778-0000-101.01-10

As of EOM: Dec 2018

GL balance, Beginni	ng of Month:		1,084,978.22
Plus Deposits and Oth Less Checks Cleared/			450.98
GL Balance @	Dec 20	18	1,085,429.20 🗸
Bank Of Clarke Acct # Bank Of Clarke Acct #	_	Dec 2018 Dec 2018	885,428.20 200,001.00
BOC Total Bank Bala	nce @	Dec 2018	1,085,429.20
Variance			•

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PREPARED 01/09/2019, 11:53:27 PROGRAM GM263L CITY OF WINCHESTER	2019 BALANCE SHEET	PAGE 1 ACCOUNTING PERIOD 06/2019 Suppression = Y
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778 ECONOMIC DEVELOPMENT AUTH	SETERA	24-148

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2 East Main Street Berryville, VA 22611

ADDRESS SERVICE REQUESTED

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ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF WINCHESTER VIRGINIA 15 N CAMERON ST WINCHESTER VA 22601-6082

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Statement Ending 12/31/2018

Page 1 of 2

Managing Your Accounts

Phone

(540) 955-2510

Toll-Free

1-800-650-8723

EAGLE-24 Banking

1-888-378-1881

Online Access

www.bankofclarke.com

Mailing Address

P.O. Box 391 Berryville VA 22611

Summary of Accounts

Account Type

Account Number

Ending Balance

MMDA Public Fnd

XXX9037

\$885,428.20

MMDA Public Fnd-XXX9037

Account Summary

Date 12/01/2018 Description

Beginning Balance

1 Credit(s) This Period 0 Debit(s) This Period

12/31/2018

Ending Balance

Interest Summary **Amount**

Description

Annual Percentage Yield Earned Interest Days

0.60% 31

Amount

Interest Earned

Interest Paid This Period

\$0.00 \$450.98

Interest Paid Year-to-Date

\$3,695.91

Minimum Balance

\$884,977.22

Deposits

Date 12/31/2018 **Description**

Accr Earning Pymt

Added to Account

Amount \$450.98

Daily Balances

Date 12/01/2018

Amount \$884,977.22

Date 12/31/2018

\$884,977.22

\$885,428.20

\$450.98

\$0.00

Amount \$885,428.20

Overdraft and Returned Item Fees

	Total for this period	Total year-to-date
Total Overdraft Fees	\$0.00	\$0.00
Total Returned Item Fees	\$0.00	\$0.00





1300/1000 19600 AREDO 16662 ESPED



ADDRESS SERVICE REQUESTED

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ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF WINCHESTER VIRGINIA 15 N CAMERON ST WINCHESTER VA 22601-6082

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Statement Ending 12/31/2018

Page 1 of 2

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Phone

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EAGLE-24 Banking

1-888-378-1881

Online Access

www.bankofclarke.com

Mailing Address

P.O. Box 391 Berryville VA 22611

Summary of Accounts

Account Type

Account Number

Ending Balance

Public Fund Chk

XXX6264

\$200,001.00

Public Fund Chk-XXX6264

Account Summary

Date 12/01/2018

12/31/2018

Description

Beginning Balance

0 Credit(s) This Period

0 Debit(s) This Period

Ending Balance

Amount

\$200,001.00

\$0.00 \$0.00

\$200,001,00

Daily Balances

Date

Amount

12/01/2018

\$200,001.00

Overdraft and Returned Item Fees

	Total for this period	Total year-to-date
Total Overdraft Fees	\$0.00	\$35.00
Total Returned Item Fees	\$0.00	\$0.00





EDA Cash Reconciliation

778-0000-101.01-09

As of EOM: Dec 2018

GL balance, Beginning of I	Month:	274,697.64
Plus Deposits and Other Cred Less Check Registers for Nov Less Other Debits and Service	<i>(</i>	6,906.39 (10,032.86) (71.36)
GL Balance @ Dec	2018	271,499.81
Plus Outstanding Checks @	12/30/18	~
Adjusted GL @	Dec 2018	271,499.81
BB&T Bank Balance @	Dec 2018	271,499.81
Difference		

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PAGE 1	BEGINNING /ENDING BALANCE	274,697.64	271,499.81 271,499.81
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FISCAL YEAR: 2019

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TYPE: O (O-ONLY, R-RANGE, S-SELECTIVE)

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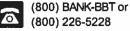
Your account statement

For 12/31/2018

Contact us



BBT.com



Three Great Business Credit Cards The Choice is Yours

No matter your preference, there's a BB&T business credit card to meet your needs! Save on interest with the low annual percentage rate on our BB&T Bright® for Business credit card. Eam cash back on the things you buy for your business every day with the BB&T Spectrum Cash Rewards for Business credit card or make travel purchases more rewarding with the BB&T Spectrum Travel Rewards for Business credit card. Visit BBT.com/SmallBusinessCards or your local BB&T financial center to learn more.

BB&T, Member FDIC. Credit cards are issued by Branch Banking and Trust and are subject to credit approval.

■ PUBLIC FUND INT CHECKING 0005137104980

Account summary

Your previous balance as of 11/30/2018	\$288,496.58
Checks	- 23,831.80
Other withdrawals, debits and service charges	- 71.36
Deposits, credits and interest	+ 6,906.39
Your new balance as of 12/31/2018	= \$271,499.81

Interest summary

Interest paid this statement period	\$2.14
2018 interest paid year-to-date	\$26.81
Interest rate	0.01%
2018 Federal tax withheld year-to-date	6.38

Checks

DATE	CHECK# #	AMOUNT(\$)
12/07	2354 EDA CC Payment	225.75
12/07	2355 SVEC	31.52
12/11	2356 Taylor Man. Fee	3,541.67

DATE	CHECK#	VINCOLA LIA
12/07	2357 Improvement Grant	10,000.00
12/20	2358 Attorney	2,154.60
12/21	2359 TRIAD Engineering	7,177.58

DATE	CHEC	K# AM	OUNT(\$)
12/31	2360	Improvement Grant	173.47
12/31	2361	Improvement Grant	527.21
Total ch	ecks	= \$23	,831.80

Other withdrawals, debits and service charges

DATE	DESCRIPTION			AMOUNT(\$)
12/03	BUS ONLINE MANAGE U	SERS FEE 7261		5.00
12/04	ACH CORP DEBIT SALE	D.A.H. ENTERPRIS SHAWN HERSHBERGER CUSTOMER ID	QuickBooks Online	21.95
12/04	ACH CORP DEBIT SALE	D.A.H. ENTERPRIS SHAWN HERSHBERGER CUSTOMER ID	QuickBooks Online	21.95
12/04	ACH CORP DEBIT SALE	D.A.H. ENTERPRIS SHAWN HERSHBERGER CUSTOMER ID	Quickbooks Online	21.95
12/31	INTEREST WITHHOLDIN	G		0.51
Total other withdrawals, debits and service charges				

Deposits, credits and interest

DATE	DESCRIPTION		AMOUNT(\$)
12/03	DEPOSIT	Bonnie Blue December Loan	1,247.92
12/05	DEPOSIT	Once Upon A Find, Book Gallery, Iron Rose Facade and RLF Loans	1,347.67

continued

■ PUBLIC FUND INT CHECKING 0005137104980 (continued)

DATE	DESCRIPTION		AMOUNT(\$)
12/11	DEPOSIT	Kimberly's Loan and Taylor Management From City	4,308.66
12/31	INTEREST PAYMENT		2.14
Total de	posits, credits and interest		= \$6,906.39

AMENDMENT TO THE BUSINESS SERVICES PRODUCT AND PRICING GUIDE

Effective February 10, 2019, the Overdraft Protection Transfer fee from a linked BB&T Business Visa® Credit Card will be 4% of each overdraft transfer (\$10.00 minimum, \$75.00 maximum). The fee will be charged to the BB&T Business Visa Credit Card. Limit one fee per linked account, per day. Please refer to your BB&T Commercial Card Plan Agreement for applicable rates and fees when using a linked BB&T Business Visa Credit Card.

Impacted products: all commercial checking accounts, except Business Value 500 Checking. The fee does not apply to Business Value 500 Checking.

Overdraft Transfer Fee thru other, non- BB&T Business Visa® Credit Card sources remains unchanged @\$12.50. The fee is limited to one fee per linked account per day and does not apply to Business Value 500 Checking clients.

Continued use of your account after February 10, 2019 constitutes your acceptance of these changes. If you do not have a copy of the Business Services Pricing Guide, contact your local BB&T financial center, your relationship manager, or call 1-800-BANK BBT (1-800-226-5228) to request a current copy.

BB&T Overdraft Fees and Options

- Overdraft Protection is available through linking your checking account to other accounts at BB&T.
- 2. Available funds can be transferred between accounts manually or automatically during nightly posting when necessary to prevent overdraft or returned item fees.
- 3. Accounts available as a single funding source to link as overdraft protection option include: Business Money Rate Savings, Business Investor's Deposit Account, BB&T Business Visa® Credit Card, BB&T Business Advantage Credit Line (secured only).
- 4. Refer to your BB&T Commercial card Plan Agreement for applicable rates and fees when using a linked BB&T Business Visa® Credit Card.



Questions, comments or errors?

For general questions/comments or to report errors about your statement or account, please call BB&T Phone24 at 1-800-BANK BBT (1-800-226-5228) 24 hours a day, 7 days a week. BB&T Phone24 Client Service Associates are available to assist you from 6 a.m. until midnight ET. You may also contact your local BB&T financial center. To locate a BB&T financial center in your area, please visit BBT.com.

Electronic fund transfers

In case of errors or questions about your electronic fund transfers, if you think your statement or receipt is wrong or if you need more information about a transfer on the statement or receipt, contact us as soon as possible. You may write to us at the following address:

BB&T Liability Risk Management

P.O. Box 996

Wilson, NC 27894-0996

You may also call BB&T Phone24 at 1-800-BANK BBT or visit your local BB&T financial center. We must hear from you no later than sixty (60) days after we sent you the FIRST statement on which the error or problem appeared. Please provide the following information:

- Your name and account number
- Describe the error or transfer you are unsure about, and explain in detail why
 you believe this is an error or why you need more information
- The dollar amount of the suspected error

We will investigate your complaint/concern and promptly take corrective action. If we take more than ten (10) business days to complete our investigation, your account will be credited for the amount you think is in error, minus a maximum of \$50 if we have a reasonable basis to believe that an unauthorized electronic fund transfer has occurred. This will provide you with access to your funds during the time it takes us to complete our investigation. You may have no liability for unauthorized Check Card purchases, subject to the terms and conditions in the current BB&T Electronic Fund Transfer Agreement and Disclosures. If you have arranged for direct deposit(s) to your account, please call BB&T Phone24 at 1-800-BANK BBT to verify that a deposit has been made.

If your periodic statement shows transfers that you did not make, tell us at once. If you do not inform us within sixty (60) days after the statement was mailed to you, you may not get back any money you lost after sixty (60) days. This will occur if we can prove that we could have stopped someone from taking the money if you had informed us in time. If a good reason kept you from informing us, we will extend the time periods.

Important information about your Constant Credit Account

Once advances are made from your Constant Credit Account, an INTEREST CHARGE

will automatically be imposed on the account's outstanding "Average daily balance." The INTEREST CHARGE is calculated by applying the "Daily periodic rate" to the "Average daily balance" of your account (including current transactions) and multiplying this figure by the number of days in the billing cycle. To get the "Average daily balance," we take the beginning account balance each day, add any new advances or debits, and subtract any payments or credits and the last unpaid INTEREST CHARGE. This gives us the daily balance. Then we add all of the daily balances for the billing cycle and divide the total by the number of days in the billing cycle. This gives us the "Average daily balance."

Member FDIC

Billing rights summary

in case of errors or questions about your Constant Credit statement

If you think your statement is incorrect, or if you need more information about a Constant Credit transaction on your statement, please call 1-800-BANK BBT or visit your local BB&T financial center. To dispute a payment, please write to us on a separate sheet of paper at the following address:

BankCard Services Division

P.O. Box 200

Wilson, NC 27894-0200

We must hear from you no later than sixty (60) days after we sent you the FIRST statement on which the error or problem appeared. You may telephone us, but doing so will not preserve your rights. In your letter, please provide the following information:

- Your name and account number
- Describe the error or transfer you are unsure about, and explain in detail why
 you believe this is an error or why you need more information
- The dollar amount of the suspected error

During our investigation process, you are not responsible for paying any amount in question; you are, however, obligated to pay the items on your statement that are not in question. While we investigate your question, we cannot report you as delinquent or take any action to collect the amount in question.

Mail-in deposits

If you wish to mail a deposit, please send a deposit ticket and check to your local BB&T financial center. Visit BBT.com to locate the BB&T financial center closest to you. <u>Please do not send cash.</u>

Change of address

If you need to change your address, please visit your local BB&T financial center or call BB&T Phone24 at 1-800-BANK BBT (1-800-226-5228).

How to Reconcile Your Account		Outstand	ding Checks an	d Other Debits (Sec	tion A)
	A STATE OF THE	Date/Check #	Amount	Date/Check #	Amount
List the new balance of your account from your latest statement here:					
Record any outstanding debits (checks, check card purchases, ATM withdrawals, electronic transactions, etc.) in section A. Record	1.7				
the transaction date, the check number or type of debit and the debit amount. Add up all of the debits, and enter the sum here:					· · ·
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Record any outstanding credits in section B. Record the transaction date, credit type and the credit amount. Add up all of the credits					
and enter the sum here:		Outstandi	ng Deposits ar	nd Other Credits (Se	ection B)
5. Add the amount in line 4 to the amount in line 3 to find your		Date/Type	Amount	Date/Type	Amount
balance. Enter the sum here. This amount should match the balance in your register.	451			 	
For more information, please contact your local BB&T relationship man BBT.com, or contact BB&T Phone24 at 1-800-BANK BBT (1-800-226-52					

PAGE 1 ACCOUNTING PERIOD 06/2019 REPORT NUMBER 27		
	BANK	00000000
2018		
SCKS REGISTER / PAID DATE 3 TO: 12/31/	CHECK	225.75 3,541.67 10,000.00 2,154.60 7,173.47 527.21
RECONCILED CHECKS REGISTER SELECTED BY PAID DATE FROM: 12/01/2018 TO: 12/31/2018	ו ט	11/28/2018 11/28/2018 11/28/2018 12/14/2018 12/14/2018 12/21/2018
D 01/09/2019,12:- : GM1/2L WINCHESTER 0 EDA BB&T Chec	VENDOR VENDOR NO NAME	6851 BB&T FINANCIAL, FSB 1337 SHENANDOAH VALLEY ELECTRIC COO 16656 TAYLOR MASTER TENANT LLC 17373 WINCHESTER EAST LC 10497 NATE L ADAMS III PC 850 TRIAD ENGINEERING INC 11452 EUGENE B SMITH GALLERY INC 17401 LOVE'S AFFECT JEWELRY
PREPAREL PROGRAM: CITY OF BANK: 20	l P	

23,831.80 ***

TOTAL CHECKS RECONCILED

80

NO. OF CHECKS:

PAGE ACCOUNTING PERIOD 06/201 REPORT NUMBER	
	BANK
HECKS REGISTER Y CHECK DATE TO: 12/31/2018	A .
OUTSTANDING SELECTED FROM: 01/01/201	CHECK
EPARED 01/09/2019,12:04:10 OGRAM: GM172L TY OF WINCHESTER NK: 20 EDA BB&T Checking	CHECK VENDOR VENDOR NO NO NAME

NO. OF CHECKS:

TOTAL CHECKS OUTSTANDING

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